

Grow together

TOTAM SEEDS



Technical Key Account Manager

Netherlands



Technical Key Account Manager Netherlands

Totam Seeds is growing!

If you wish to be part of an agile breeding company with a long-term vision, where thriving on diversity, passionate culture, and embracing growth are our core value, don't miss the opportunity and take a look at our open position!!

Technical Key Account Manager Job role

Headquartered in Gravenzande, Netherlands. Totam Seeds is a fast-growing company active in the breeding and promotion of new tomato varieties for the global active greenhouse sector (e.g. Europe, Canada, USA, Mexico, Oceania and Asia).

The company, established in 2010, is a unique joint venture between Japanese conglomerate, Mitsui & Co., Ltd, and Dutch cooperative, Prominent/Growers United, with the aim to deliver innovative and compelling tomato seeds.

You will work among a diverse group of committed professionals in a supportive and success-oriented culture. Totam offers its employees opportunities for career development including access to its parent companies' training courses. If you are looking for growth opportunities and like challenges, we are looking for you.

As part of the Seeds Business Unit of Mitsui & Co. among sister companies such as Top Seeds International (IS), ISI Sementi (IT), Xiangyan Seeds (CN), and Japan Vegetable Seeds(JP) you will have the opportunity to reach out to sister companies and broader Mitsui network.



This is the role:

As we breed, develop, and supply innovative tomato varieties for the global active greenhouse sector, and strengthen our presence, customer intimacy in the European, North American, and other strategic markets, we are currently seeking for a Technical Key Account Manager.

The concrete role may be flexibly considered based on experience and capability of the individual candidate.

The position will be based in the Netherlands and will work with (report to) the Global Sales Manager based in the Netherlands.

Technical Key Account Manager responsibilities:

- Build and maintain good and effective relationships with current and future customers, distributors, and important industry influencers (e.g. crop advisors).
- Develop and execution of sales based on variety's trials results.
- Selling the company's varieties using technical and customer knowledge and assist customers to steer the Totam varieties based on the knowledge and experience accumulated at Totam.
- Provide proactive feedback to the company regarding new developments, threats, and opportunities from the markets of responsibility.
- Keep the CRM system continuously updated with all relevant possible customer information.
- Active contribution to company initiatives (monthly and quarterly internal meetings, business planning and review, ad-hoc projects, trade shows, etc.).

What you should bring:

- Agriculture, Science or Technology degrees / experience is preferred.
- At least five years of working experience in the tomatoes greenhouse industry.
- Competence and confidence to provide technical advice on how to best position Totam's tomato varieties (knowledge of products and technical cultivation positioning).

- Ability to develop and make product/technical presentations.
- Willingness to travel (North America and other key countries).
- Self-responsibility and effectiveness when working remotely from company headquarter.
- High degree of integrity and business ethics.

Key competencies we are evaluating are:

- Relationship building.
- Customer oriented attitude.
- Self-planning and organization.
- Integrity and reliability.
- Proactiveness.
- Commercial negotiation.
- Managerial skills are a plus.

What we offer:

An open culture of teamwork, based on reciprocal respect, trust and support in a young, agile and flexible company environment.

If you're looking for a motivating and deserved-paying job and the potential for a rewarding career, please apply now by sending your cv to:
info@totamseeds.nl